

Fig. 1A

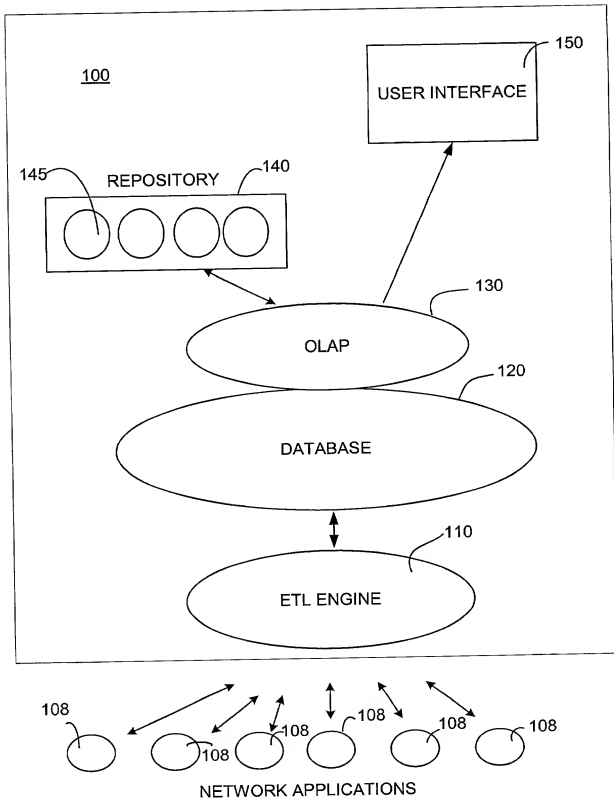


Fig. 1B

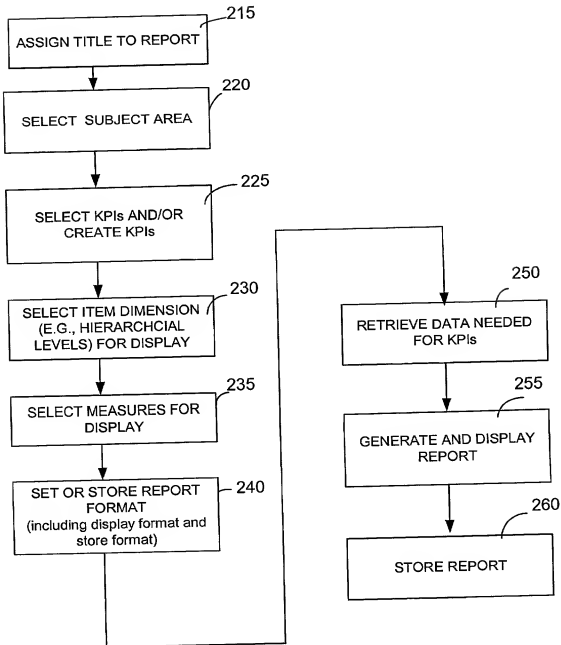
200

FIG. 2

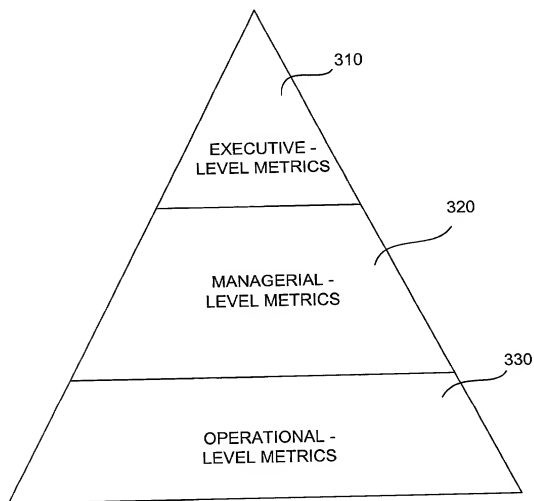
300

FIG. 3

10059055-013002

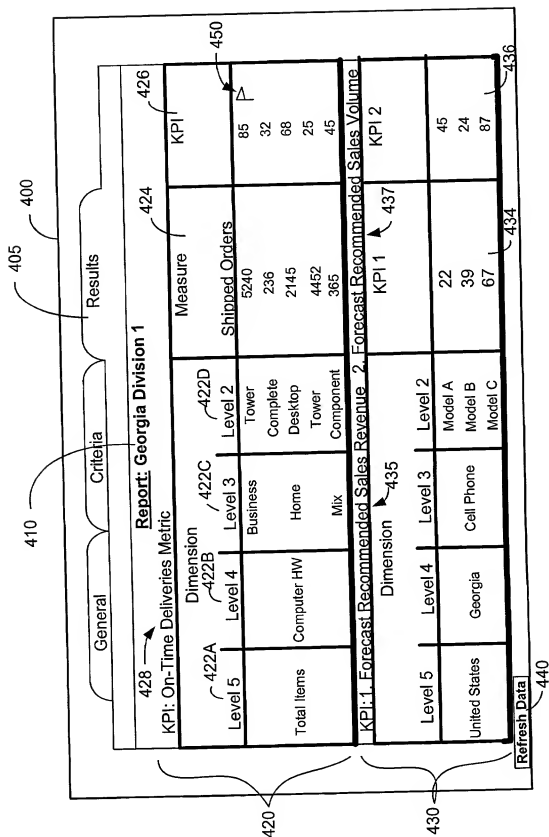


FIG. 4

General		Criteria	Results		
Report: Georgia Division 2			540	542	544
ALL →	PRODUCT	COMPONENT	1/2001	2/2001	3/2001
512	SHAMPOO	FORECAST 1	1290	1500	1100
		FORECAST 2	1400	1300	1200
514	CONDITIONER	FORECAST 1	1640	1600	1600
		FORECAST 2	1700	1400	1500
516	COOKIES	FORECAST 1	325	400	300
		FORECAST 2	300	500	600
518	CHIPS	FORECAST 1	325	500	200
		FORECAST 2	400	400	400

500

505

510

520

530

532

534

Fig. 5

Report: Georgia Division 2						
General		Criteria		Results		
ALL → PRODUCT → SIZE		COMPONENT		1/2001	2/2001	3/2001
SHAMPOO		FORECAST 1 FORECAST 2	1290 1400	1500 1300	1700 1600	650
	8 OZ.	FORECAST 1 FORECAST 2	640 700	600 400	500 400	660
	16 OZ.	FORECAST 1 FORECAST 2	325 300	400 500	500 400	662
	32 OZ.	FORECAST 1 FORECAST 2	325 400	500 400	700 800	664

FIG. 6

700						705	
General		Criteria		Results			
Report: Georgia Division 2							
ALL→PRODUCT→SIZE→		REGION	COMPONENT		1/2001	2/2001	
SHAMPOO			FORECAST 1	FORECAST 2	1290	1500	
					1400	1300	
	16 OZ.		FORECAST 1	FORECAST 2	640	600	
					700	400	
	734	SALES REGION A	FORECAST 1	FORECAST 2	140	150	
					300	100	
735	SALES REGION B	FORECAST 1	FORECAST 2	200	150		
				200	200		
736	SALES REGION C	FORECAST 1	FORECAST 2	300	300		
				200	100		
740				742		744	
						750	

FIG. 7